DOCKET FILE COPY ORIGINAL

AMERICALL INTERNATIONAL, LLC

2700 N. Central Ave., Suite 1010A ♦ Phoenix, AZ 85004 ♦ (602) 230-7565 / (602) 230-8582 Facsimile

Office of General Counsel

1617 Nineteenth Street, NW Washington, DC 20009 (202) 462-3566 (202) 462-3467 Fax **Board of Advisors**

Senator Larry Pressler Alan C. Hasswelwander William E. Johnson Cathey McClain Finlon

February 27, 1998

RECEIVED

FEB 27 1998

BY FACSIMILE AND HAND DELIVERY

Ms. Astrid Carlson Federal Communications Commission Eighth Floor 1919 M Street, N.W. Washington, D.C. 10554 FEDERAL COMMUNICATIONS COMMISSION DEFICE OF THE SECRETARY

Re:

<u>Public Notice FCC 98J-1, Released February 23, 1998, CC Docket 96-45</u> Federal-State Joint Board Solicits Additional Nominations for Rural Task Force

Dear Ms. Carlson:

On behalf of AmeriCall International, LLC ("AmeriCall"), this is to nominate Jonathan D. Foxman, Chief Operating Officer / Executive Vice President, for membership on the Rural Task Force of the Federal-State Joint Board on Universal Service. We believe Mr. Foxman should be considered for membership in either Category 2 or Category 7.

AmeriCall is a PCS licensee authorized to provide service to primarily underserved, rural areas with a combined population of more than 3.6 million, including southern Texas areas bordering Mexico and also including the entire state of Alaska.

Mr. Foxman would bring extensive economic and industry knowledge and understanding to the Task Force. As the chief operating officer of a rural wireless carrier, Mr. Foxman holds significant responsibility for developing the company's strategy and managing its implementation. He transacts the company's business on a daily basis, directs policy planning, and is in charge of development and refinement of the company's financial models.

In his previous position with BIA Consulting, Inc., Mr. Foxman created a strategic and business planning division to serve the wireless communications industry. He also worked closely with telecommunications clients to value businesses and opportunities, develop and refine cost models and business strategies, and prepare operating business plans.

No. of Copies rec'd Cd-Y List ABCDE February 27, 1998 Page 2

A resume and list of Mr. Foxman's speaking engagements and publications are attached.

Please direct any questions concerning this matter to the undersigned.

Sincerely,

Julia F. Kogan, Esq. General Counsel / V.P

cc:

Attached Service List

FCC Chairman William Kennard

Commissioner Harold Furchtgott-Roth

Commissioner Susan Ness Commissioner Michael Powell Commissioner Gloria Tristani Ms. Magalie Roman Salas

Executive Vice President Chief Operating Officer

Mr. Foxman serves as Executive Vice President and Chief Operating Officer of Americall International, LLC. In this capacity, he works closely with the President to develop company strategy and to manage its implementation in conjunction with the Vice President of Engineering and Operations and the Vice President of Sales and Marketing. Prior to joining the company, Mr. Foxman was engaged by Americall to provide financial and strategic consulting services for a period of approximately eight months. Mr. Foxman brings to Americall extensive knowledge and understanding of the wireless telecommunications industry, its participants, and its trends.

EXPERIENCE

BIA CONSULTING, INC. CHANTILLY, VA

MAY 1994 - NOV. 1996

Mr. Foxman was hired by BIA to create a strategic and business planning division to serve the wireless communications industry. He held primary responsibility for profit and loss, budgeting, sales, marketing, product development, client relations, delivery of consulting services, and institutionalizing these processes. In addition, Mr. Foxman authored the *BIA Advisor*, a bi-monthly newsletter addressing a broad range of strategic and financial issues.

Mr. Foxman worked closely with clients in PCS, cellular, paging, SMR, and other segments of the telecommunications industry to value and evaluate businesses and opportunities, to develop and refine strategies, and to prepare operating business plans. Selected engagements are described below.

Adelphia Communications Corp.

Mr. Foxman was engaged by Adelphia, one of the nation's largest cable television companies, to assist it in exploring opportunities in the wireless communications industry. Over a two year period, Mr. Foxman assisted Adelphia in its analysis of narrowband PCS, broadband PCS, and cellular resale from a strategic planning and a valuation perspective. As a result of this process, Mr. Foxman and Adelphia jointly filed for a patent on a unique paging application.

Urban Communicators PCS, L.P.

The company, formed by a group of prominent African-American communications industry executives and professionals, engaged Mr. Foxman to assist it in evaluating PCS license values and to assist it in preparing its business plan. Mr. Foxman worked with the company during both the C and F block PCS auctions.

SouthNet Telecom Services, Inc.

Mr. Foxman was engaged by SouthNet's principals to assist them in identifying opportunities in the wireless communications industry. As a result, the company chose to become a reseller of cellular, paging, and long-distance services to residential customers. Mr. Foxman then helped the company prepare its initial business plan and, after the company had operated successfully in one major market, Mr. Foxman helped prepare a new plan focused on an expanded roll-out.

Executive Vice President Chief Operating Officer

J. D. FOXMAN & ASSOCIATES, INC. WEST CHESTER, PA

JAN. 1991 - MAY 1994

Mr. Foxman formed this company during his second year of business school to provide strategic and business planning services to clients in a broad range of industries. Selected engagements are described below.

• Graphnet Spolka z.o.o

Mr. Foxman was engaged by this Poland-based company, which held a unique license to provide enhanced store-and-forward messaging services in Poland, to assist it in developing a strategic business plan to obtain funding from Polish banks and US AID. The company also became a client at BIA after Mr. Foxman joined that firm.

• North American Communications Group, Inc.

This Kansas City, Missouri, based pay telephone systems provider to governmental and other institutions engaged Mr. Foxman to review and redraft its business plan and value the company. Mr. Foxman's efforts enabled the company to refinance its debt, obtain equipment financing, and obtain a commitment for an initial public offering. He also prepared a valuation model which enabled the company to better evaluate offers from and negotiate with potential investors.

Previous Experience

Phoenix Pipe and Tube, L.P.

Managed a number of plant modernization and hazardous waste removal projects for this manufacturer of large outside diameter (OD) steel pipe.

Crusader Savings & Loan Association

Held positions of progressive responsibility throughout the business development and operational departments of this small neighborhood savings and loan.

EDUCATION

GEORGETOWN UNIVERSITY WASHINGTON, DC

SEPT. 1990 - MAY 1992

Graduate School of Business Administration. Graduated with an MBA degree and a grade point average of 3.7/4.0. Concentration in Finance and Entrepreneurial Studies.

UNIVERSITY OF VERMONT BURLINGTON, VT

SEPT. 1983 - AUG. 1989

Graduated with a BA degree in English. Additional concentration in Economics. Academic honors included Dean's List and an invitation to join the student legal service.

Executive Vice President Chief Operating Officer

SPEAKING ENGAGEMENTS

Narrowband PCS: Auctions & Opportunities, Financing Opportunities for Narrowband PCS, NABER / PCIA, Washington, DC, June 1994.

CTIA Seminars for Prospective Applicants for Broadband PCS Entrepreneur's Block Licenses, *Preparing Your PCS Business Plan* Cellular Telecommunications Industry Association, New York, NY, January 1995.

CTIA Seminars for Prospective Applicants for Broadband PCS Entrepreneur's Block Licenses, *Preparing Your PCS Business Plan*, Cellular Telecommunications Industry Association, San Francisco, CA, January 1995.

National Wireless Resellers Association Annual Convention, The Dynamics of Wireless Resale, National Wireless Resellers Association, Washington, DC, April 1995

PCS '95, Cashing in on the Information Highway: Options for DEs in the Wireless Arena, PCIA, Orlando, FL, September 1995.

National Wireless Resellers Association Annual Convention: Wireless Resale . . . The Path to the Future, *Taking Wireless Resale Beyond Local Boundaries*, National Wireless Resellers Association, Washington, DC, April 1996.

Wisconsin State Telephone Association 86th Annual Convention, *PCS Providers Panel*, Wisconsin State Telephone Association, Lake Geneva, WI, May 1996.

Comptel's 1996 Summer Business Conference, The Future of the Wireless Market: Facility-Based, Resale, and Other, Competitive Telecommunications Association, San Francisco, CA, June 1996.

The National Communications Forum, After the Telecommunications Act: The Future of Wireless Telephony, NCF / InfoVision, Chicago, IL, October 1996.

Wireless World '96 Conference and Expo, Building Investment Appeal, Intertec Publications, Orlando, FL, October 1996.

Executive Vice President Chief Operating Officer

PUBLICATIONS

Guest Editorial: The PCS C Block: What Happened. Why It Happened. What Comes Next., PCIA Bulletin, August 2, 1996.

PCS C Block: The Auction and Beyond BIA's Strategic Report Series, May 1996.

Turnkey Issues: Raising Investment Capital Wireless World, January 1996.

Building a Management Team from the Ground Up PCIA Source, October / November 1995.

The Future of Wireless Voice Communications: Myths, Facts, and Common Sense, BIA's Strategic Report Series, October 1995.

Telecom Players Must Prepare to Meet Forces of Competition, Radio Communications Report / RCR, September 18, 1995.

Raising Investment Capital for PCS: Will It Be Available? The BIA Advisor, August / Sept. 1995.

Winning the Future: New Strategic Imperatives for the Telecommunications Industry, The BIA Advisor, June / July 1995.

Where Does SMR / ESMR Fit in the CMRS Future Open Channels (AMTA), June 1995.

Succeeding in SMR/ESMR: Constructing a Winning Business Plan Open Channels, May 1995.

PCS Critical Success Factors Part 2: Developing Winning Marketing Strategies, The BIA Advisor, April / May 1995.

PCS Critical Success Factors Part 1: Constructing a Winning Management Team, The BIA Advisor, February / March 1995.

Succeeding in the New Mobile Telecommunications Environment, The BIA Advisor, December 1994 / January 1995.

Reengineering the Entrepreneurial Company, The BIA Advisor, August / September 1994.

Business Plans for Raising Capital: New and Emerging Technology Companies, The BIA Advisor, June / July 1994.